

Problem-Solution Fit

Purpose / Vision

Define CS, fit into	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div><div>➤ job Seekers.</div><div>➤ User can access large no of opportunity.</div></div></div>	<div>6. CUSTOMER<div>CC</div><div><div>➤ Network connection.</div><div>➤ Available devices.</div></div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div><div>➤ Best customer care service contact.</div><div>➤ Chat bot service.</div></div></div>	Explore AS,
Focus on J&P, tap into BE, understand	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><div><div>➤ The problems are solved within 24 hours.</div><div>➤ Customer service 24/7.</div></div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div><div>➤ Fake profile to scam people for money.</div></div></div>	<div>7. BEHAVIOUR<div>BE</div><div><div>➤ Customer need to report to us within 24 hours through mail.</div><div>➤ Don't share deep personal details to others.</div></div></div>	Focus on J&P, tap into BE, understand

Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><div>Take the biggest step in your life By getting best job and employee.</div></div>	<div>10. YOUR SOLUTION<div>SL</div><div></div></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE<div>➤ Refer in online</div></div><div>8.2 OFFLINE<div>➤ Public Speaking</div><div>➤ Unique ness</div></div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div>Easy to find job and apply multiple company for job is very easy.</div></div>			